

BUILT FOR FUTURE



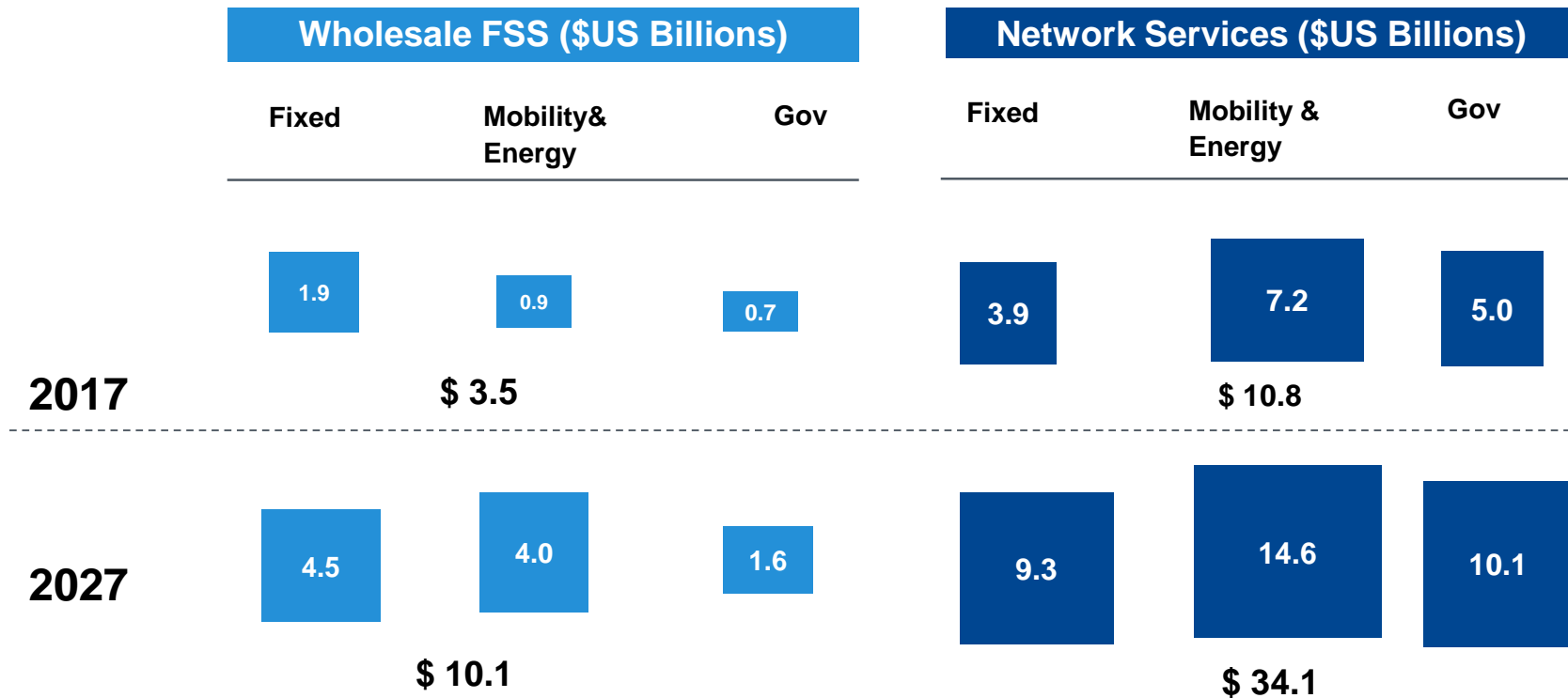
Signature solutions for unlocking new revenue opportunities

PRESENTED BY
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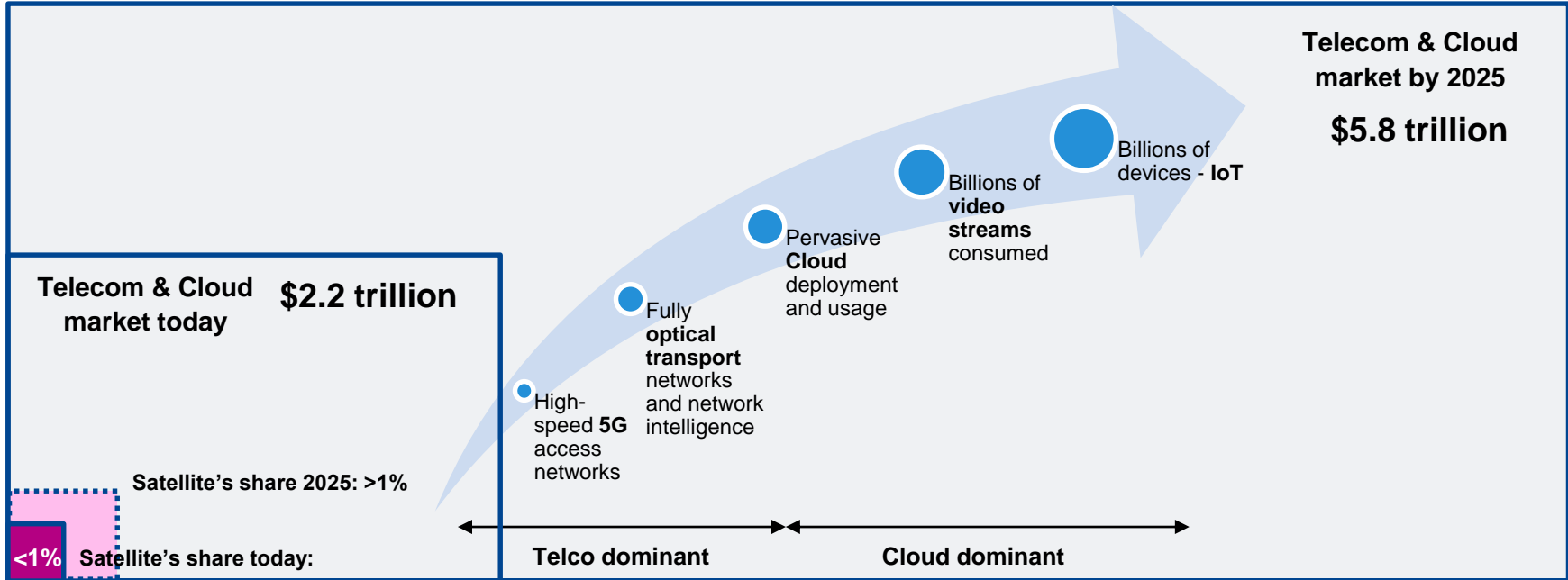
PRESENTED ON
27 Feb 2019

SatCom Sector: Growth Outlook 2017 - 2027

Wholesale FSS vs Retail Network Services




Satcom Sector: Where are we playing in the future?



The global telecom market is being transformed by ubiquitous networks, advanced networking technologies and cloud-based applications. What role will satellite play in this future?

mPower Engineering Freedom


The power to transform conversations



"I'm adding 10 rigs that need connectivity, all around the world. I know 5 will be active, but I don't know which 5."
– CIO, Energy Co.

"We can offer you a family plan for this group, with month to month capacity planning."

"I'm done with vendor lock and bearing all the risk of changes in your industry and capital structure. Convince me that this time is different."
– COO, Telco Co.



"We support multiple vendor platforms. Your choice at service start and after. This allows you to efficiently adapt to change"

"My customer can't operate on public networks."
– Government



"I'm drowning in video upload"
– Cruise



"I must land traffic at my fiber" – Cloud



"Yes"

mPower

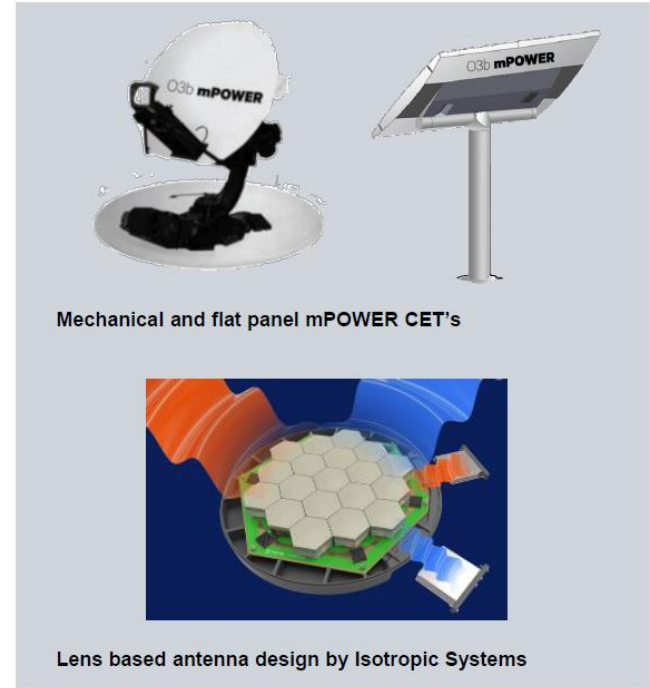
Customer Edge Terminal (CET) Innovation

Leader in technology adoption

- ▲ Using tracking antennas for all verticals providing high-throughput satellite communications
- ▲ Experience in managing a network with thousands of handovers occurring daily

Leader in innovation

- ▲ Three companies identified to drastically improve terminal quality and price
 - Isotropic Systems – optical based antenna
 - ALCAN – using liquid crystal panels for electronic steering
 - Viasat – phased array dual beam flat panel



The SIGNATURE SOLUTIONS portfolio

Solutions enabling new revenue opportunities



SIGNATURE AERO

SES Networks

Driving passenger loyalty and new revenues



SIGNATURE CLOUD

SES Networks

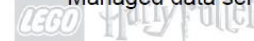
High-performance cloud connectivity



SIGNATURE ENERGY

SES Networks

Managed data services for energy production



SIGNATURE GOVERNMENT

SES Networks

For military, social and economic development, and future technologies



SIGNATURE MARITIME

SES Networks

Managed data to any maritime vessel



SIGNATURE TELECOM & MNO

SES Networks

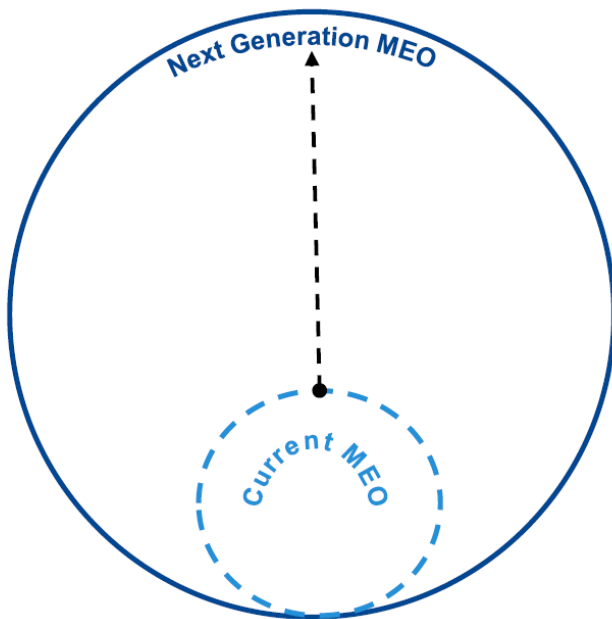
Extending network reach – profitably



Expanding addressable market

Enabling new markets by unleashing the potential

Expanding MEO addressable market



-
- Small towns and remote locations
 - Remote offices
 - Data centres
 - Cloud access
 - Smaller mobile production vessels
 - Smaller cruise ships
 - Large yachts
 - Inter-regional commercial ships
 - Commercial aircraft
 - VIP aircraft
 - Multiple units in theatre
 - Small cities / towns
 - Large multi-national organisations
 - Fixed rigs/larger production vessels
 - Large cruise ships
 - Larger fixed/mobile installations

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